

April 2020



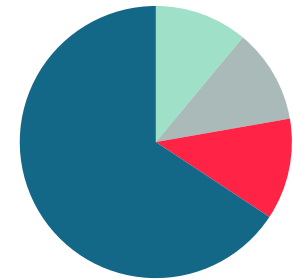
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	86	66	-23.26%
Pending Listings	103	67	-34.95%
New Listings	192	112	-41.67%
Average List Price	138,321	124,620	-9.91%
Average Sale Price	133,651	122,036	-8.69%
Average Percent of Selling Price to List Price	96.26%	96.24%	-0.03%
Average Days on Market to Sale	43.23	29.82	-31.03%
End of Month Inventory	639	393	-38.50%
Months Supply of Inventory	8.51	4.56	-46.46%



■ Closed (11.04%)
■ Pending (11.20%)
■ Other OffMarket (12.04%)
■ Active (65.72%)

Absorption: Last 12 months, an Average of **86** Sales/Month
Active Inventory as of April 30, 2020 = **393**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **38.50%** to 393 existing homes available for sale. Over the last 12 months this area has had an average of 86 closed sales per month. This represents an unsold inventory index of **4.56** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **8.69%** in April 2020 to \$122,036 versus the previous year at \$133,651.

Average Days on Market Shortens

The average number of **29.82** days that homes spent on the market before selling decreased by 13.41 days or **31.03%** in April 2020 compared to last year's same month at **43.23** DOM.

Sales Success for April 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 112 New Listings in April 2020, down **41.67%** from last year at 192. Furthermore, there were 66 Closed Listings this month versus last year at 86, a **-23.26%** decrease.

Closed versus Listed trends yielded a **58.9%** ratio, up from previous year's, April 2019, at **44.8%**, a **31.56%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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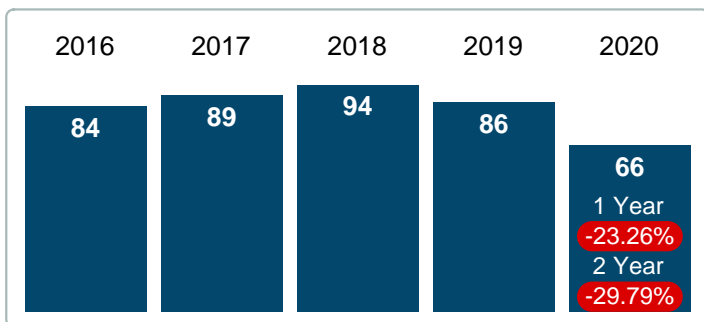
Area Delimited by County Of Washington



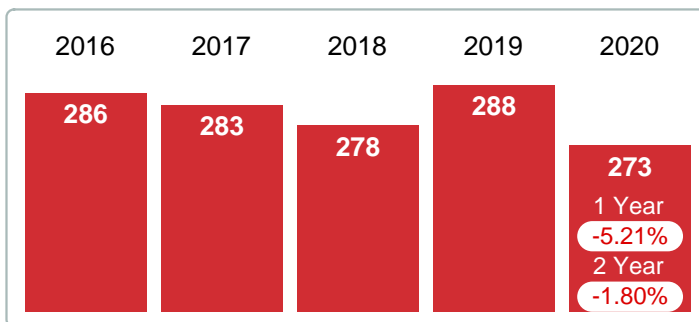
CLOSED LISTINGS

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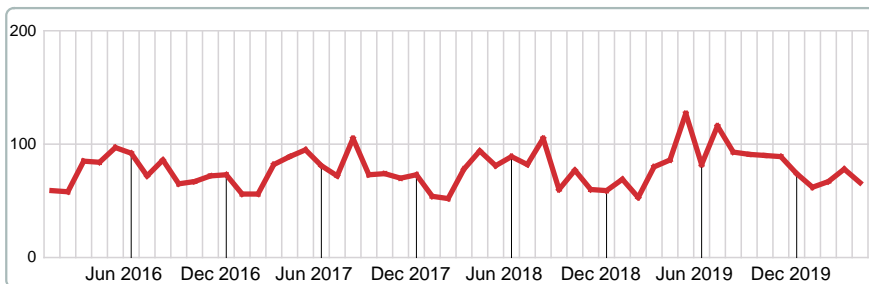
APRIL



YEAR TO DATE (YTD)

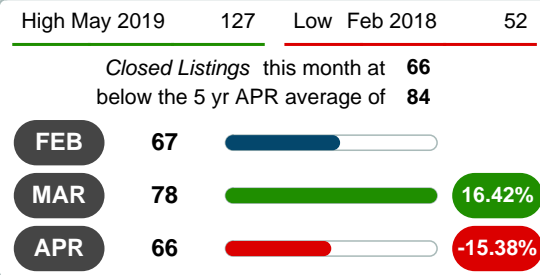


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 84



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$30,000	13	19.70%	37.5	9	3	1	0
\$30,001-\$60,000	9	13.64%	42.7	2	7	0	0
\$60,001-\$130,000	19	28.79%	10.5	2	16	1	0
\$130,001-\$170,000	10	15.15%	12.8	1	7	2	0
\$170,001-\$260,000	8	12.12%	50.3	1	2	5	0
\$260,001 and up	7	10.61%	52.4	0	1	5	1
Total Closed Units	66			15	36	14	1
Total Closed Volume	8,054,371	100%	29.8	622.32K	3.68M	3.49M	269.90K
Average Closed Price	\$122,036			\$41,488	\$102,132	\$248,957	\$269,900

April 2020



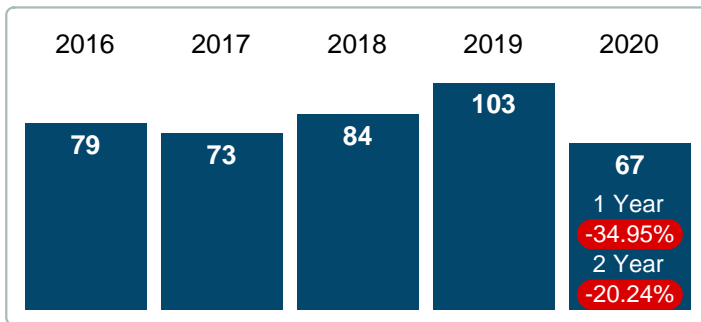
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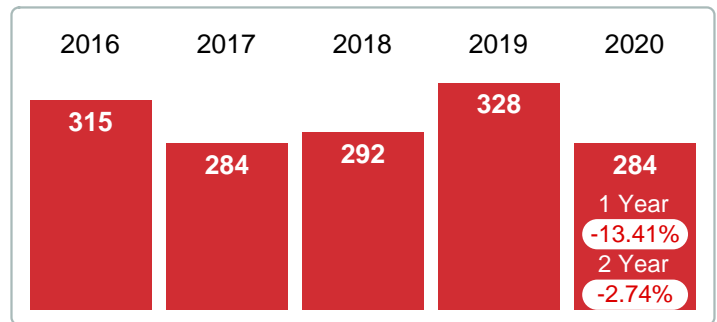
PENDING LISTINGS

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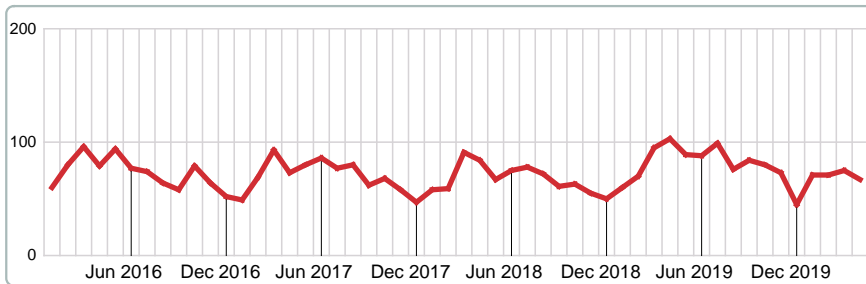
APRIL



YEAR TO DATE (YTD)

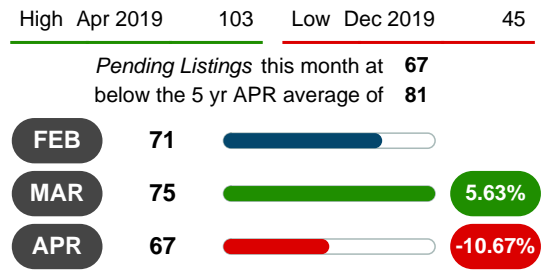


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 81



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	8.96%	25.3	3	3	0	0
\$60,001 - \$70,000	7	10.45%	23.4	3	4	0	0
\$70,001 - \$100,000	12	17.91%	43.6	3	8	0	1
\$100,001 - \$180,000	16	23.88%	53.5	2	11	3	0
\$180,001 - \$230,000	9	13.43%	62.6	1	2	6	0
\$230,001 - \$340,000	10	14.93%	37.6	0	2	8	0
\$340,001 and up	7	10.45%	52.1	0	0	5	2
Total Pending Units	67			12	30	22	3
Total Pending Volume	11,463,380	100%	56.8	987.60K	3.59M	5.99M	899.30K
Average Listing Price	\$144,056			\$82,300	\$119,523	\$272,309	\$299,767

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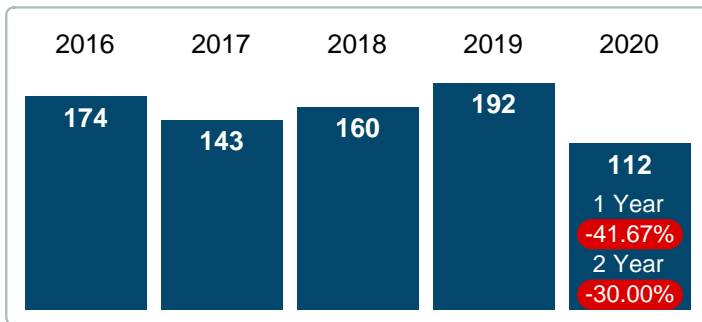
Area Delimited by County Of Washington



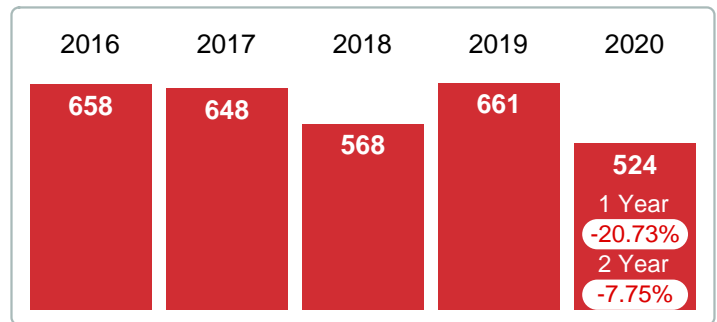
NEW LISTINGS

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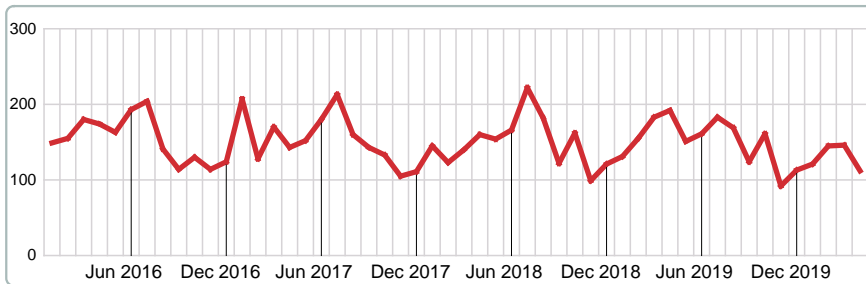
APRIL



YEAR TO DATE (YTD)

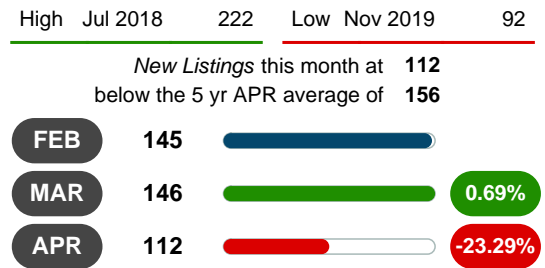


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 156



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds 3 Beds 4 Beds 5+ Beds			
\$20,000 and less	6	5.36%	3	2	1	0
\$20,001 - \$60,000	18	16.07%	14	4	0	0
\$60,001 - \$110,000	18	16.07%	8	9	0	1
\$110,001 - \$180,000	28	25.00%	5	17	6	0
\$180,001 - \$240,000	16	14.29%	2	7	7	0
\$240,001 - \$340,000	13	11.61%	4	4	3	2
\$340,001 and up	13	11.61%	5	0	8	0
Total New Listed Units	112		41	43	25	3
Total New Listed Volume	19,692,205	100%	6.68M	5.71M	6.60M	709.30K
Average New Listed Listing Price	\$16,201		\$162,820	\$132,743	\$263,972	\$236,433

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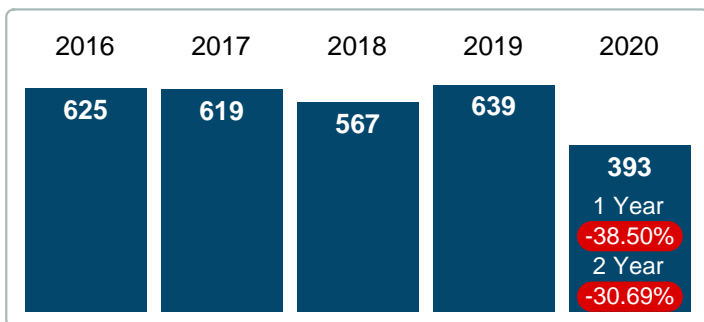
Area Delimited by County Of Washington



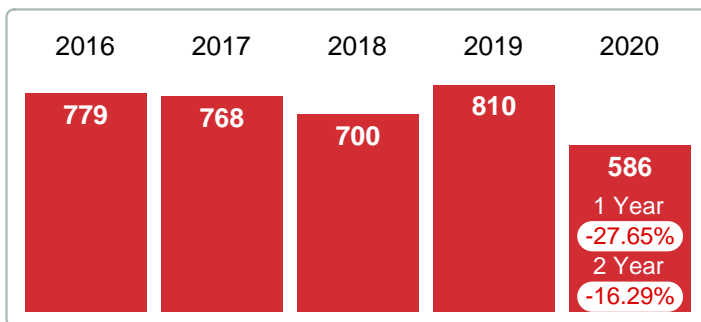
ACTIVE INVENTORY

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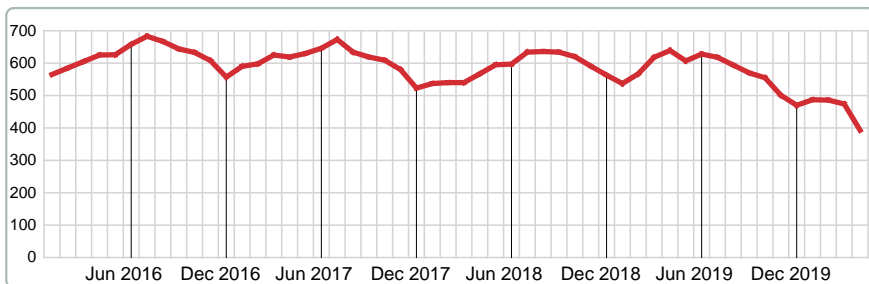
END OF APRIL



ACTIVE DURING APRIL

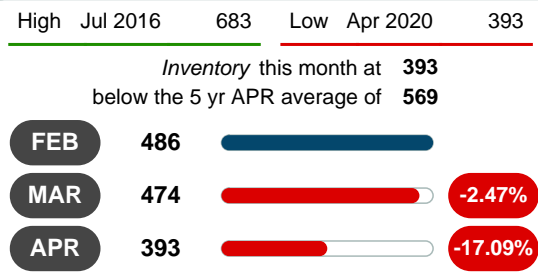


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 569



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	53	13.49%	118.4	46	7	0	0
\$25,001-\$50,000	64	16.28%	135.1	52	10	2	0
\$50,001-\$125,000	128	32.57%	100.7	89	33	6	0
\$125,001-\$225,000	58	14.76%	58.4	16	24	17	1
\$225,001-\$350,000	46	11.70%	69.1	12	7	20	7
\$350,001 and up	44	11.20%	89.9	29	1	11	3
Total Active Inventory by Units	393			244	82	56	11
Total Active Inventory by Volume	65,399,938	100%	97.5	37.76M	9.85M	14.20M	3.59M
Average Active Inventory Listing Price	\$166,412			\$154,740	\$120,179	\$253,536	\$326,436

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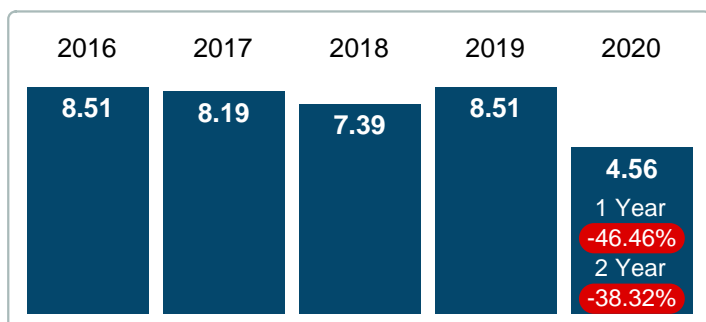
Area Delimited by County Of Washington



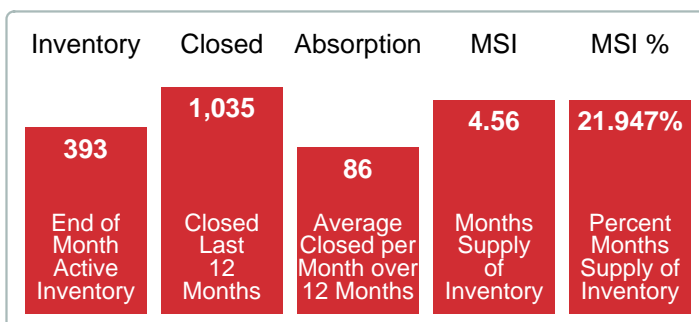
MONTHS SUPPLY of INVENTORY (MSI)

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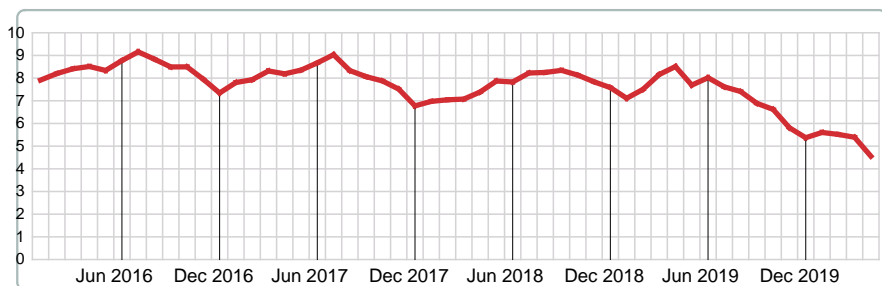
MSI FOR APRIL



INDICATORS FOR APRIL 2020

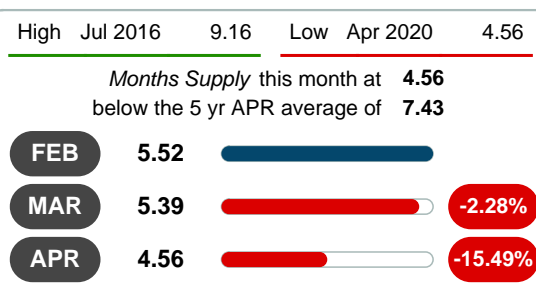


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 7.43



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	39	9.92%	3.10	5.82	1.01	0.00	0.00
\$20,001 \$40,000	51	12.98%	9.87	16.50	2.77	3.00	0.00
\$40,001 \$60,000	56	14.25%	9.60	20.57	2.21	3.00	0.00
\$60,001 \$120,000	96	24.43%	4.36	15.25	1.80	3.43	0.00
\$120,001 \$220,000	60	15.27%	2.35	18.55	1.63	2.00	1.20
\$220,001 \$350,000	47	11.96%	3.76	36.00	3.31	2.40	4.94
\$350,001 and up	44	11.20%	17.03	49.71	1.50	12.00	7.20
Market Supply of Inventory (MSI)			4.56	14.79	1.79	2.66	3.77
Total Active Inventory by Units		100%	4.56	244	82	56	11

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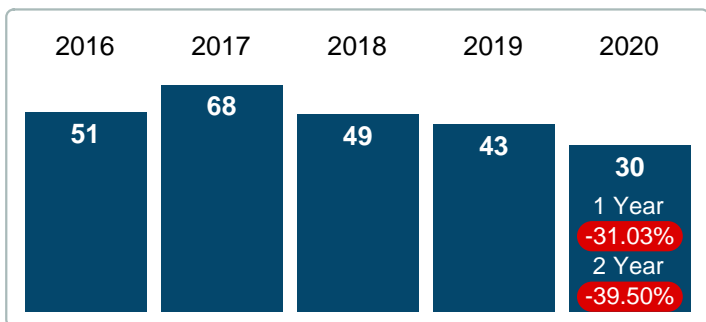
Area Delimited by County Of Washington



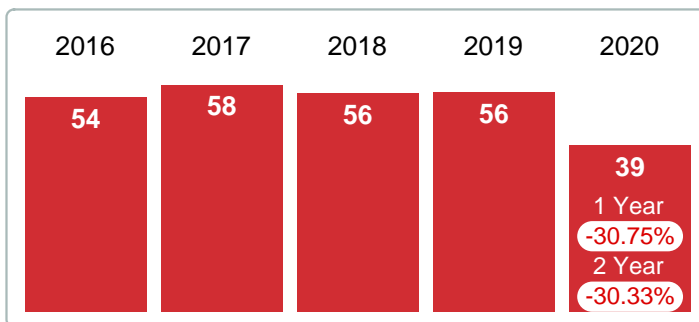
AVERAGE DAYS ON MARKET TO SALE

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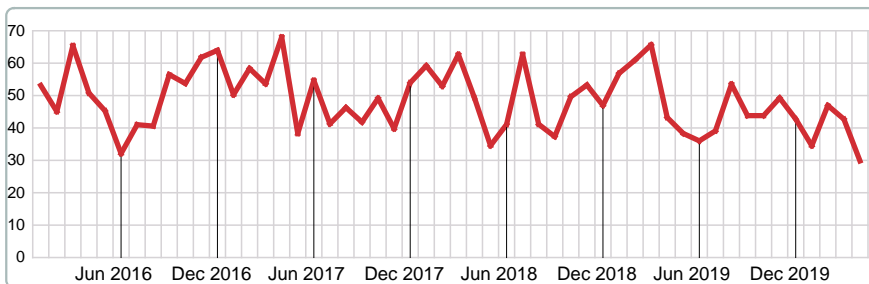
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

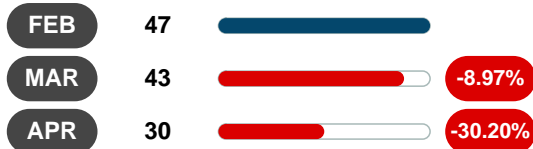


3 MONTHS

5 year APR AVG = 48

High Apr 2017 68 Low Apr 2020 30

Average Days on Market to Sale this month at 30 below the 5 yr APR average of 48



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$30,000	13	19.70%	37	40	38	13	0
\$30,001-\$60,000	9	13.64%	43	3	54	0	0
\$60,001-\$130,000	19	28.79%	11	14	9	32	0
\$130,001-\$170,000	10	15.15%	13	2	16	8	0
\$170,001-\$260,000	8	12.12%	50	5	6	77	0
\$260,001 and up	7	10.61%	52	0	108	49	13
Average Closed DOM	30			27	24	49	13
Total Closed Units	66	100%	30	15	36	14	1
Total Closed Volume	8,054,371			622.32K	3.68M	3.49M	269.90K

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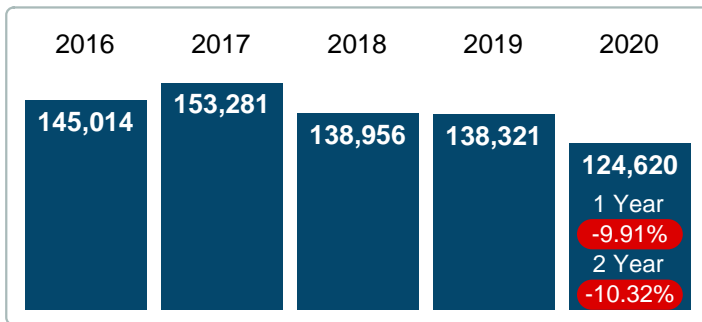
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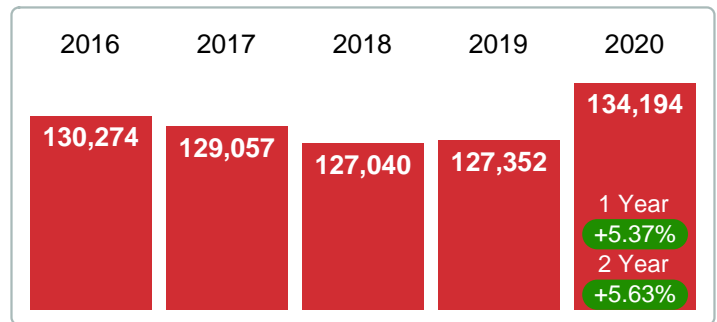
AVERAGE LIST PRICE AT CLOSING

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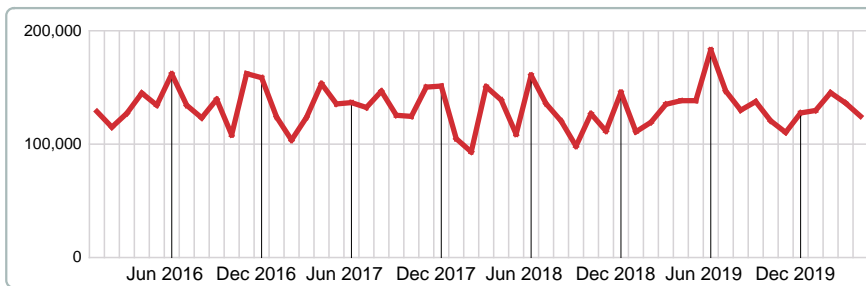
APRIL



YEAR TO DATE (YTD)

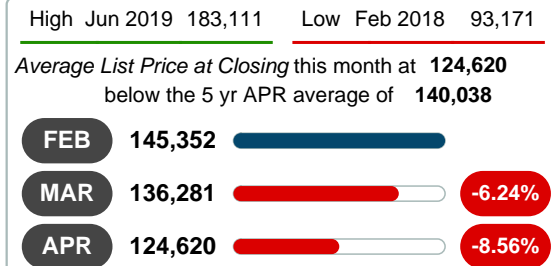


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 140,038



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$30,000	12	18.18%	7,597	9,812	12,083	1,500	0
\$30,001-\$60,000	10	15.15%	52,370	53,750	56,600	0	0
\$60,001-\$130,000	21	31.82%	98,294	71,500	97,280	89,900	0
\$130,001-\$170,000	7	10.61%	142,671	139,500	141,300	157,250	0
\$170,001-\$260,000	9	13.64%	202,600	175,000	200,000	212,780	0
\$260,001 and up	7	10.61%	389,107	0	425,000	405,770	269,900
Average List Price			124,620	43,554	105,640	249,904	269,900
Total Closed Units		100%	124,620	15	36	14	1
Total Closed Volume			8,224,890	653.31K	3.80M	3.50M	269.90K

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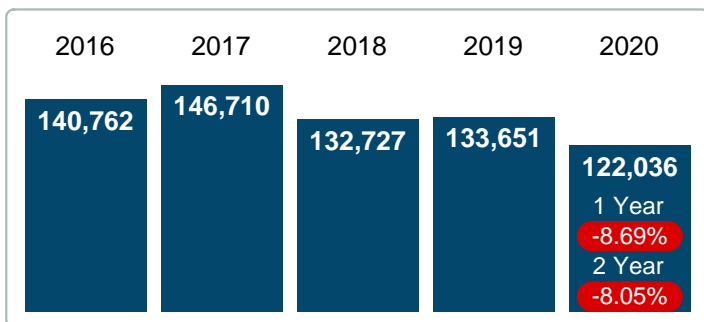
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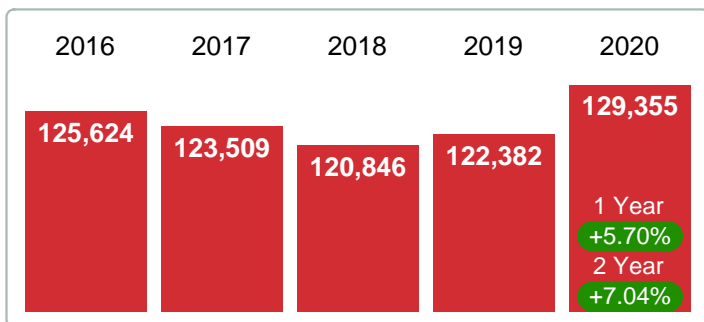
AVERAGE SOLD PRICE AT CLOSING

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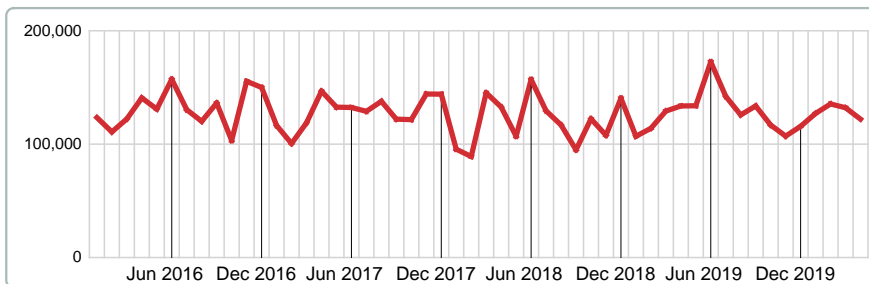
APRIL



YEAR TO DATE (YTD)

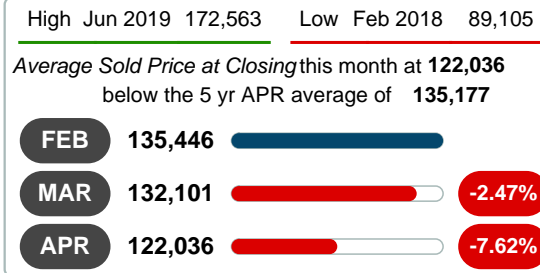


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 135,177



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$30,000	13	19.70%	8,557	8,709	10,450	1,500	0
\$30,001-\$60,000	9	13.64%	47,559	44,966	48,300	0	0
\$60,001-\$130,000	19	28.79%	91,540	71,250	94,328	87,500	0
\$130,001-\$170,000	10	15.15%	142,205	139,500	139,579	152,750	0
\$170,001-\$260,000	8	12.12%	205,175	172,000	201,750	213,180	0
\$260,001 and up	7	10.61%	387,486	0	417,500	405,000	269,900
Average Sold Price			122,036	41,488	102,132	248,957	269,900
Total Closed Units		100%	122,036	15	36	14	1
Total Closed Volume			8,054,371	622.32K	3.68M	3.49M	269.90K

April 2020



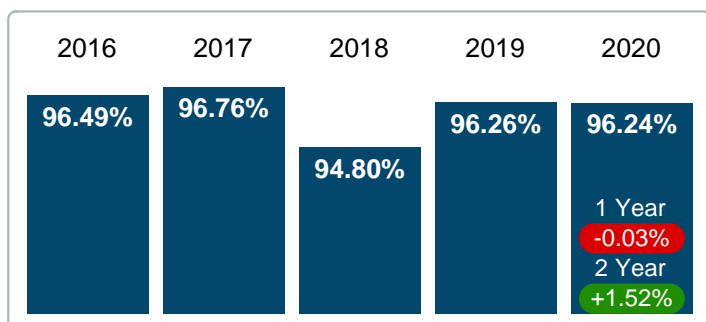
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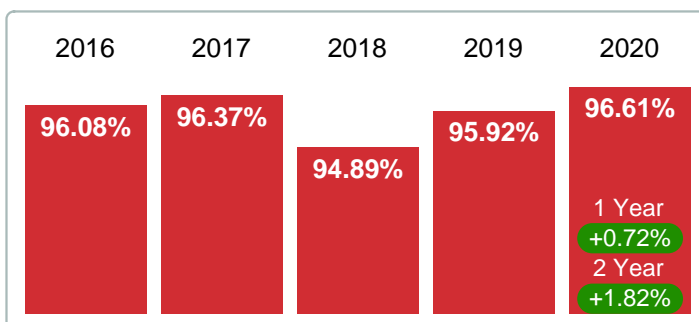
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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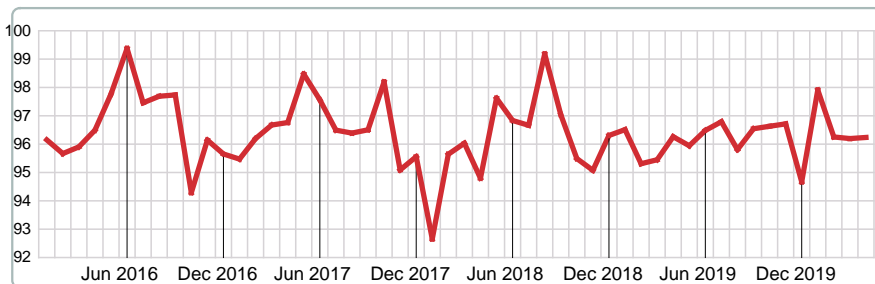
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

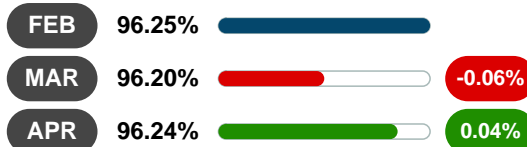


3 MONTHS

5 year APR AVG = 96.11%

High Jun 2016 99.37% Low Jan 2018 92.66%

Average Sold/List Ratio this month at **96.24%**
equal to 5 yr APR average of **96.11%**



AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$30,000	13	19.70%	95.74%	95.40%	95.32%	100.00%	0.00%
\$30,001-\$60,000	9	13.64%	85.24%	82.43%	86.04%	0.00%	0.00%
\$60,001-\$130,000	19	28.79%	97.52%	99.86%	97.24%	97.33%	0.00%
\$130,001-\$170,000	10	15.15%	98.81%	100.00%	98.81%	98.19%	0.00%
\$170,001-\$260,000	8	12.12%	99.96%	98.29%	100.80%	99.97%	0.00%
\$260,001 and up	7	10.61%	99.88%	0.00%	98.24%	100.18%	100.00%
Average Sold/List Ratio		96.20%		94.77%	95.43%	99.60%	100.00%
Total Closed Units		66	100%	15	36	14	1
Total Closed Volume		8,054,371		622.32K	3.68M	3.49M	269.90K

April 2020



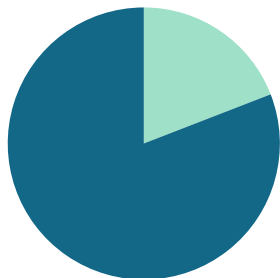
Area Delimited by County Of Washington



MARKET SUMMARY

Report produced on May 11, 2020 for MLS Technology Inc.

INVENTORY

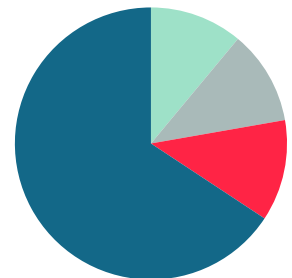


Inventory
 New Listings
112 = 19.11%
 Start Inventory
474
 Total Inventory Units
586
 Volume
\$98,784,678

Market Activity

Closed Sales
66 = 11.04%
 Pending Sales
67 = 11.20%
 Other Off Market
72 = 12.04%
 Active Inventory
393 = 65.72%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	86	66	-23.26%	288	273	-5.21%
Pending Sales	103	67	-34.95%	328	284	-13.41%
New Listings	192	112	-41.67%	661	524	-20.73%
Average List Price	138,321	124,620	-9.91%	127,352	134,194	5.37%
Average Sale Price	133,651	122,036	-8.69%	122,382	129,355	5.70%
Average Percent of Selling Price to List Price	96.26%	96.24%	-0.03%	95.92%	96.61%	0.72%
Average Days on Market to Sale	43.23	29.82	-31.03%	55.99	38.77	-30.75%
Monthly Inventory	639	393	-38.50%	639	393	-38.50%
Months Supply of Inventory	8.51	4.56	-46.46%	8.51	4.56	-46.46%

Absorption: Last 12 months, an Average of **86** Sales/Month

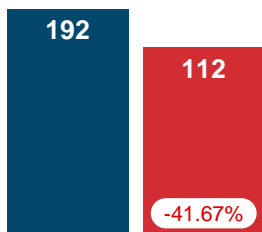
Inventory on April 30, 2020 = **393**

2019 **2020**

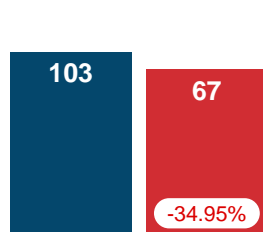
APRIL MARKET

AVERAGE PRICES

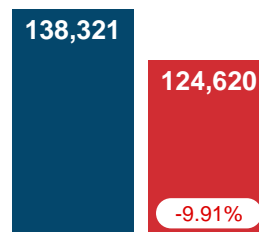
New Listings



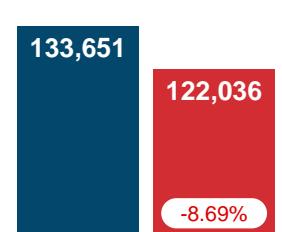
Pending Listings



List Price



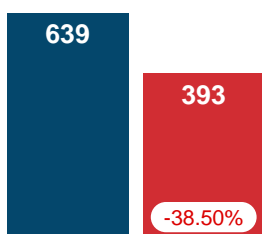
Sale Price



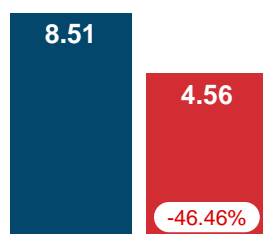
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

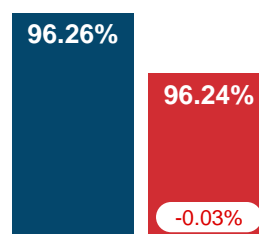
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

